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UNITED STATES DEPARTMENT OF AGRICULTURE  
AGRICULTURAL MARKETING SERVICE  
WASHINGTON, D. C.

DISPOSITION AND VALUE OF MILK PRODUCED ON FARMS 1937 AND 1938

The record high milk production on farms in the United States in 1936 was accompanied by record marketings of milk products from farms. As compared with 1937, however, the increase in quantities produced and marketed was not sufficient to offset lower prices received for dairy products and a reduction occurred in the annual value of both the milk produced on farms and the milk products sold by farmers.

Value of milk produced lower in 1938

The value of milk produced on farms in 1938 is estimated at \$1,826,430,000. This includes the value of dairy products sold by farmers estimated at \$1,398,246,000; the value of dairy products consumed in the households on the farms where produced, estimated at \$380,567,000; and the value of whole milk fed to calves and other livestock, estimated at \$47,617,000. The value of milk produced in 1938 was about 187 million dollars less than in 1937, about 90 million dollars short of the value in 1936, and nearly 25 percent below the record high value of 2.4 billion dollars in 1929.

Wisconsin leads in value of milk produced

As shown by the accompanying tables, the leading State in the value of milk produced in 1938 was Wisconsin, where the product was valued in excess of 155 million dollars. New York, with milk worth nearly 150 million dollars, was a close second and Pennsylvania was third with 113 million dollars. Other States ranking in the first 10 on the basis of value of milk produced were, in order; Minnesota, Ohio, Illinois, California, Texas, Iowa and Michigan.

Larger quantities marketed in 1938

Marketings of cream and wholesale milk from farms in 1938 showed rather substantial increases over the quantities sold in 1937. The quantity of milk skimmed on farms and marketed as cream, primarily for making butter, is estimated at 33.6 billion pounds, an increase of 8 percent over the quantity so marketed in 1937. The quantity of milk sold at wholesale, including both market milk and that sold for making cheese, evaporated milk and other products, is estimated at 40.8 billion pounds, an increase of about 4 percent over 1937. Milk and cream retailed by farmers represented 7 billion pounds of milk, a nominal decrease compared with the previous year. Marketings of farm-churned butter, now relatively unimportant, decreased further due to the better markets for milk and cream provided by the continued expansion of commercial manufacturing of dairy products in parts of the South.

Little change in quantity of milk used on farms

Estimates of the quantities of milk used for various purposes on farms in 1938 show about the same total for these uses as in 1937. The quantity used for making butter on the farms, estimated at 10.1 billion pounds, showed a decrease of between 1 and 2 percent. The quantity used as milk or cream in farm households, estimated at 12.7 billion pounds, showed almost no change, while the quantity of milk fed to calves, estimated at 2.9 billion pounds, increased about in proportion to production.

Value of sales in 1938 less than in 1937

The value of all milk products sold from farms in 1938, including milk, cream, and farm butter, is estimated at \$1,398,246,000, a decrease of about 9 percent from the value of milk products sold in 1937. Of this total, 705 million dollars, or 50 percent, represented the returns from wholesale milk. Receipts from sales of other dairy products included 337 million dollars from milk and cream retailed by farmers, 331 million dollars from cream sold as butterfat and 25 million dollars from farm butter sold. The 1938 value of each of these individual dairy products



sold was less than in 1937.

#### Sales of dairy products a fifth of all sales from farm

As the total value of all farm products sold by farmers in the United States in 1938 is estimated at about 7.5 billion dollars, the value of the dairy products sold, estimated at 1.4 billion dollars, was nearly 19 percent of the total. In the States of Vermont and Wisconsin, sales of dairy products in 1938 accounted for more than half of the value of all farm products sold and in New York and Rhode Island for more than 40 percent.

#### Average returns lower in 1938 and widely variable by States

The returns per unit for milk utilized in all dairy products sold by farmers in the United States averaged \$1.68 per 100 pounds in 1938. As compared with 1937 this represents a reduction of 13 percent. The reductions were most pronounced in the Central and Western regions where the milk and cream leaving the farms were utilized largely for the production of manufactured dairy products.

The value of the products sold per 100 pounds of milk utilized varied rather markedly between States as the result of differences in both the type of milk product marketed and the local prices received for the particular product. The lowest returns per 100 pounds of milk (\$1.06 in 1938) were obtained in the Dakotas where most of the milk is marketed as sour cream for making butter. The highest returns were realized in Florida, New Jersey, southern New England and South Carolina where the quantity of milk produced is so small in relation to population that practically all of it is either retailed directly to consumers or sold for city consumption at relatively high prices.

#### Valuation of all milk influenced by average returns from products sold

Since the milk used on the farms (including not only that used for fluid consumption but also that used for making butter and feeding) is valued at the same price per 100 pounds as that obtained for milk marketed as whole milk, cream, and farm-made butter, the valuation of the entire production in each State is affected by both the level of local prices for dairy products and by the relative quantities of milk marketed in each form. Other methods of valuing the milk used on the farm might change the ranking of some of the less important dairy States.

#### Milk by-products, beef and veal also important products of dairy herds

The value of milk produced, shown in accompanying tables, does not include any allowance for the value of skim milk and buttermilk produced on farms as by-products of the sale of cream and the making of butter on farms.

In some States these by-products are rather important. For the country as a whole, skim milk, used largely for feed, valued at 25 cents per 100 pounds, and farm-produced buttermilk, much of which is used in farm households, valued at 1 cent per quart, would add nearly 100 million dollars to farm value of milk produced, or more than 5 percent.

In any comparison of the dairy industry as a whole with other farm enterprises, the value of beef and veal produced by herds kept chiefly for milk production should be considered. In 1938 the value of these products was about 300 million dollars. A little of this production remained on farms as an increased number of cattle but most of it was reflected in sales of milk cows and dairy bulls for slaughter and sales of veal calves. Part of the value of the calves raised or vealed resulted from the feeding of whole milk, and the value of this milk is included in the estimate of value of all milk produced. No milk sucked by calves from either milk cows or cows is included in the estimates of milk production or values.

MILK, BUTTERFAT AND PAHM BUTTER PRODUCED, AND MILK USED FOR EACH PURPOSE ON FARMS, BY STATES, 1937

STATE	Number of milk cows on farms/Thousand	Estimated production per milk cow during year/ Milk Pounds	Percentage of butterfat in milk produced on farms/ Percent	Milk in milk produced on farms/2 Million Pounds	Butterfat in milk produced on farms/ Million Pounds	Butter made on farms/ Thousand Pounds	Disposition of milk			Milk sold at wholesale/ Million Pounds
							Used as whole milk or cream on farms where produced/ Million Pounds	Used for making butter on farms/ Million Pounds	Whole milk fed to calves/ Million Pounds	Retained by producers/ Million Pounds
Maine	140.	4,600	4.2	644	27	6,400	80	126	14	50
N.H.	74	4,800	3.9	355	14	1,120	32	22	8	102
Vt.	281	4,940	4.1	1,388	57	1,410	64	27	41	41
Mass.	137	5,840	3.9	800	31	590	95	12	32	64
R.I.	221	6,250	3.85	138	5	50	6	1	15	1,146
Conn.	121	5,650	3.9	684	27	570	90	12	1	13
N.Y.	1,320	5,600	3.75	7,392	277	8,600	389	194	16	116
N.J.	136	6,950	3.68	877	32	500	49	11	259	581
Pa.	870	5,240	3.8	4,559	173	11,500	49	294	18	622
D.C.	1,101	5,130	3.82	16,837	643	30,740	1,157	661	109	175
Ohio	1,000	4,500	4.1	4,500	184	12,700	526	254	466	2,302
Ind.	739	4,950	4.15	2,993	124	7,100	421	138	130	1,048
Ill.	1,080	4,550	3.8	4,914	187	12,300	566	264	78	398
Mich.	868	5,150	3.8	4,470	170	9,400	402	208	128	209
Wis.	2,065	5,510	3.65	11,378	415	1,950	551	43	156	401
W.I. (CANT.)	5,152	4,912	3.82	28,255	1,080	43,450	2,438	907	341	1,880
Minn.	1,603	4,770	3.75	7,046	287	7,900	576	181	833	2,182
Iowa	1,400	4,280	3.8	5,992	228	10,600	561	238	182	1,537
Mo.	398	3,400	4.2	3,189	134	18,400	550	368	168	5,560
N.Dak.	518	3,710	3.75	1,922	72	11,400	202	261	63	4,219
S.Dak.	476	3,300	3.8	1,571	60	6,700	172	151	80	1,476
Nebr.	625	3,800	3.8	2,375	90	10,900	319	246	58	1,290
Kans.	749	3,750	3.9	2,809	110	11,000	243	246	88	1,095
W.I. (CANT.)	6,709	4,042	3.85	28,504	983	76,900	2,764	1,688	98	1,380
Del.	33	3,980	3.9	131	5	310	18	7	769	1,576
Md.	182	4,340	3.95	790	31	2,770	30	60	16	172
Va.	390	3,580	4.1	1,396	57	21,100	362	437	3	941
W.Va.	237	3,500	4.2	830	35	11,000	110	437	16	222
N.C.	361	3,750	4.3	1,354	58	30,300	445	591	39	20
S.O.	164	3,500	4.4	574	25	11,400	189	218	27	154
Ga.	358	3,150	4.4	1,128	50	28,400	297	542	19	55
Fla.	99	2,900	4.3	287	12	2,170	58	42	7	21
W.I. (CANT.)	1,824	3,558	4.21	6,490	273	107,450	1,711	2,117	11	80
Ky.	532	3,540	4.3	1,683	81	21,500	511	419	125	6
Tenn.	534	3,380	4.4	1,405	79	33,200	387	647	32	448
Ala.	365	3,200	4.45	1,235	55	36,100	319	675	25	198
Miss.	518	2,650	4.5	1,373	62	25,400	296	485	20	263
Ark.	426	3,100	4.3	1,321	57	25,500	329	510	11	46
La.	266	2,850	4.4	598	26	6,600	232	130	12	195
Okla.	677	3,440	4.25	2,329	99	20,200	463	408	6	274
Tex.	1,322	3,150	4.4	1,164	183	55,600	983	1,084	51	33
W.I. (CANT.)	4,663	3,156	4.36	14,708	642	224,300	3,520	4,358	58	930
Mont.	153	4,210	3.9	644	25	3,850	79	86	205	960
Idaho	145	5,500	3.95	1,018	40	2,640	114	55	312	304
Wyo.	65	4,980	3.85	259	37	1,340	34	30	26	481
N.Mex.	215	4,150	4.0	975	30	3,580	48	81	121	40
Ariz.	42	3,500	3.85	234	8	1,450	26	31	38	409
Utah	94	2,100	3.8	504	19	1,660	77	16	5	107
Nev.	34	2,360	3.8	110	4	130	7	37	15	40
Nash.	316	2,530	4.05	1,995	77	4,700	167	97	63	111
Oreg.	247	2,940	4.3	1,336	77	2,580	130	49	45	596
Calif.	644	2,900	3.8	4,121	157	2,750	124	61	170	837
WEST.	2,063	3,456	3.92	11,338	444	25,500	1,928	547	355	522
UNITED STATES	23,710	4,350	3.94	103,132	4,063	508,340	12,675	10,278	2,762	3,540
										7,031
										39,210

1/ Estimated average number of milk cows on farms during the year. The estimates exclude heifers not yet fresh, but include some cows which had calves running with them much of the year.

2/ These estimates exclude milk evoked by calves, milk spilled or lost up to the time it is measured, skimmed or delivered by farmers and milk produced by cows not on farms.

3/ Appropriations based chiefly on the population in small towns and rural areas where most families purchase their milk directly from local farmers. Milk equivalent of cream included.

4/ Estimates include milk delivered to condenseries, cheese factories, market milk receiving stations, etc., but exclude market milk sold to other farmers for local retail delivery.





MILK, BUTTERFAT AND FARM BUTTER PRODUCED, AND MILK USED FOR EACH PURPOSE ON FARMS, BY STATES, 1938.

STATE	Number of milk cows on farms 1/	Estimated production per milk cow during year 2/		Percentage of butterfat in milk produced	Milk produced on farms 2/	Butterfat in milk produced on farms	Butter made on farms	Used as whole milk or cream on farms where produced	Milk skimmed or separated for sale of butterfat	Retailed by producers 3/	Milk sold at wholesale 4/
		Milk	Butterfat		Million Pounds	Million Pounds	Thousand Pounds	Million Pounds	Million Pounds	Million Pounds	Million Pounds
MAINE	140	4,730	199	4.2	662	28	6,040	85	121	13	285
N.H.	74	4,800	187	3.9	355	14	1,010	32	20	7	246
Vt.	283	4,880	200	4.1	1,381	57	1,400	64	27	33	1,144
MASS.	137	5,850	228	3.9	801	31	4,470	57	9	12	562
R.I.	23	6,240	240	3.85	144	6	50	6	1	1	119
CONN.	122	5,780	225	3.9	705	27	540	51	12	18	115
N.Y.	1,340	5,340	208	3.75	7,424	278	8,600	382	134	260	5,833
Pa.	137	5,300	239	3.68	4,290	173	12,490	437	263	111	1,772
DE.	873	5,300	201	3.8	16,857	650	36,800	1,159	669	461	2,828
N.C.	3,112	5,430	201.7	3.53	16,955	650	36,800	1,159	669	461	2,828
OHIO	1,000	4,570	187	4.1	4,570	187	13,300	562	266	133	2,151
IND.	1,734	4,290	178	4.15	3,149	131	7,200	423	140	79	1,247
ILL.	1,075	4,750	180	3.8	5,106	194	11,700	587	252	133	2,310
MICH.	877	5,200	198	3.8	4,560	173	8,700	402	192	160	1,894
MISS.	2,081	5,700	208	3.65	11,862	433	1,950	551	43	368	8,195
N.M.	5,757	5,071	193.9	3.82	29,247	1,118	42,850	2,525	893	873	16,097
MINN.	1,603	5,100	191	3.75	8,175	307	7,600	560	174	245	1,030
NEB.	1,386	4,650	177	3.8	6,445	245	9,500	594	214	180	643
NEV.	938	3,650	153	4.2	3,424	144	19,200	545	384	86	618
N.D.	498	3,950	148	3.75	1,987	74	11,100	190	254	67	46
S.D.	474	3,600	137	3.8	1,706	65	6,900	165	147	55	265
NEBR.	601	4,180	199	3.8	2,512	95	10,300	307	248	102	182
KANS.	729	4,150	182	3.9	3,053	118	10,400	378	130	102	182
N.M.	6,229	4,315	188.2	3.53	21,294	1,048	75,200	2,595	1,849	835	3,051
DEL.	33	4,100	161	3.9	137	5	120	18	7	3	83
MD.	127	4,150	176	3.95	832	33	2,650	90	57	17	19
Va.	395	3,650	160	4.1	1,442	59	20,300	364	420	40	102
W.Va.	238	3,570	150	4.2	850	36	10,900	246	218	29	176
H.C.	362	3,280	167	4.3	1,405	60	30,800	455	601	21	122
S.C.	162	3,400	156	4.3	1,140	25	11,400	179	218	7	115
GA.	358	2,850	143	4.4	1,164	51	27,800	315	531	12	64
FLA.	97	2,850	123	4.3	276	12	2,030	59	40	3	24
S. ALA.	1,832	3,646	153.4	4.21	6,679	281	106,200	1,726	2,092	132	84
KY.	524	3,730	160	4.3	1,955	84	20,300	507	396	33	500
Tenn.	542	3,520	155	4.4	1,908	84	32,700	396	518	518	354
ALA.	386	3,300	147	4.45	1,274	57	35,200	339	638	25	428
MISS.	521	2,730	123	4.5	1,422	64	25,200	299	479	10	339
ARK.	426	3,200	138	4.3	1,363	59	25,200	332	504	11	58
LA.	274	2,300	101	4.4	2,491	28	6,900	232	504	12	235
OKLA.	677	3,680	156	4.25	2,491	106	20,800	476	132	55	234
TEX.	1,349	3,270	144	4.4	4,411	194	33,800	476	1,037	116	1,037
S. TEX.	4,699	3,289	143.9	4.37	15,494	678	220,000	3,568	1,063	62	1,063
MONT.	143	4,950	177	3.9	1,040	25	1,950	76	87	22	320
WYOM.	185	5,200	222	3.95	271	10	1,340	114	49	28	440
WYO.	64	4,230	163	3.85	1,024	39	1,760	34	30	8	49
COLO.	230	4,150	169	3.8	256	10	1,430	129	85	38	126
N.MEX.	70	3,650	146	4.0	1,024	39	1,760	129	85	38	24
ARIZ.	43	5,100	196	3.85	219	8	700	27	15	5	27
UTAH	94	5,480	208	3.8	515	20	1,630	79	36	15	38
NEV.	20	5,650	215	3.8	113	4	175	7	4	4	112
WASH.	323	6,030	244	4.05	1,948	79	5,030	172	104	64	240
OREG.	250	5,400	232	4.3	1,350	58	2,370	128	45	46	605
CALIF.	628	6,600	251	3.8	4,145	158	2,470	211	55	128	143
WEST	2,050	5,625	220.5	3.92	11,532	452	25,200	1,025	541	351	512
UNITED STATES	23,706	4,520	178.2	3.94	107,155	4,225	500,055	12,712	10,111	2,897	2,576
											5,101
											40,820

Estimates for 1938 are preliminary.

1/ Estimated average number of milk cows on farms during the year. The estimates exclude heifers not yet fresh, but include some cows which had calves running with them much of the year.

2/ These estimates exclude milk sucked by calves, milk spilled or lost up to the time it is measured or skimmed or delivered by farmers and milk produced by cows not on farms.

3/ Approximate based chiefly on the population in small towns and rural areas where most families purchase their milk directly from local farmers. Milk equivalent of cream included.

4/ Estimate includes milk delivered to condensaries, cheese factories, market milk receiving stations, etc., but exclude market milk sold to other farmers for local retail delivery.

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